

Message Text

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73

ACTION AGR-20

INFO OCT-01 EUR-06 ISO-00 EB-11 RSC-01 DRC-01 /040 W

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R 271927Z SEP 73

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 3552

INFO USDOC WASHDC

UNCLAS PARIS 25407

DEPT PASS AGRICULTURE

E.O. 11652 N/A

TAGS: BEXP FR

SUBJECT: AGENT DISTRIBUTOR SERVICE: LOCATING AGENTS AND
DISTRIBUTORS FOR AGRICULTURAL PRODUCTS

REF: A. STATE 167982, 8/23/73

B. STATE A-4119, 5/10/73

C. STATE 78062, 5/5/72

D. STATE A-3644, 4/11/72

1. POST APPRECIATES REF A WHICH CLEARLY OUTLINES
PROCEDURE FOR HANDLING AGRICULTURAL TRADE OPPORTUNITIES
(ATO'S) AND GOVERNMENT TENDERS COVERING AGRICULTURAL PRODUCTS.

2. A RELATED MATTER WHICH REMAINS TO BE RESOLVED IS
THE HANDLING OF COMMERCE'S AGENT DISTRIBUTOR SERVICE
(AD) AND SIMILAR REQUESTS WHICH INVOLVE LOCATING
AGENTS OR DISTRIBUTORS FOR AGRICULTURAL PRODUCTS INCLUDING
FOOD ITEMS.

3. IT IS RECOMMENDED THAT AT POSTS HAVING USDA
FOREIGN AGRICULTURAL SERVICE EMPLOYEES, AGRICULTURAL
OFFICERS, IN ADDITION TO ATO'S, HANDLE ALL REQUESTS TO
LOCATE POTENTIAL AGENTS FOR AGRICULTURAL PRODUCTS
COVERED BY THE SIC CODES LISTED IN THE ATTACHMENT TO REF D,
REGARDLESS OF WHETHER SUCH REQUESTS ORIGINATE WITH USDA,
AS PART OF COMMERCE'S ADS SERVICE, OR WITH AMERICAN BUSINESS
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VISITORS. SUBJECT TO CONCURRENCE OF DEPARTMENTS CONCERNED,

COMMERCIAL OFFICERS WOULD TURN OVER ALL FILES, DIRECTORIES
AND TRADE CONTACT CARDS COVERING AGRICULTURAL PRODUCTS
TO THE AGRICULTURAL ATTACHE'S OFFICE.IRWIN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973PARIS25407
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t1973096/aaaaaefo.tel
Line Count: 64
Locator: TEXT ON-LINE
Office: ACTION AGR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A. STATE 167982, 8/23/73
Review Action: RELEASED, APPROVED
Review Authority: kellerpr
Review Comment: n/a
Review Content Flags:
Review Date: 04 OCT 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04-Oct-2001 by maustmc>; APPROVED <17-Jan-2002 by kellerpr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AGENT DISTRIBUTOR SERVICE: LOCATING AGENTS AND DISTRIBUTORS FOR AGRICULTURAL PRODUCTS
TAGS: BEXP, FR
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005